

### OBJECTIVE

*Seeking assignments in the field of Rural and Agricultural domain in the area of irrigation solution includes drip irrigation, landscape irrigation, and protected cultivation, sales and marketing.*

### SYNOPSIS

- An astute, result oriented manager with cross functional experience in rural and agricultural management, sales and marketing of drip and sprinkler.
- Incisive understanding of the Rural Market backed by intensive field experience across regions in different states of UP, Haryana, Punjab, Himachal Pradesh.
- A proven track records.
- Key skills include analytical skills, problem solving skills, communication skills.
- A Hard worker with exposure to varied cultural and Agro-climatic Zones

### EMPLOYMENT HISTORY

**NETAFIM IRRIGATION INDIA PVT LTD FROM 17<sup>TH</sup> NOVEMBER 2006 TO 17<sup>TH</sup> AUGUST 2007**

**HARVEL AGUA INIDIA PVT LTD 17<sup>TH</sup> AUGUST TO 17<sup>TH</sup> MARCH-2008**

**NETAFIM IRRIGATION INDIA PVT LTD FROM 17<sup>TH</sup> MARCH 2008 TO 6<sup>TH</sup> MARCH 2020.**

**NIMBUS PIPES LTD FROM 7<sup>TH</sup> MARCH TO CONTINIUS**

- Currently working as Regional Manager, Haryana State with 119 No. of Dealers and 25 Nos. of Sales Staff.
- Set up Dealer Network in Punjab, Haryana and Uttar Pradesh and monitored the activities of survey, installation, commissioning of Micro irrigation System for sugarcane and horticultural crops.
- Marketed drip & micro sprinkler systems of the company
- Handled design, Installation and commissioning of Approx. 400 acres of land in single project
- Installation of misting systems on 250 acres of citrus in Punjab.
- Successfully propagated the concept of drip in sugarcane crop in Nawanshahr cooperative sugar factory and installed 400 acres for sugarcane crop year 2008-9.
- Ensured bank and state and local govt. agencies support for the loan disbursement to the beneficiaries in HRMINET project for the area.
- Coordinated the "Centre of Excellences for vegetable in Gharounda, Karnal" distt. And Mangina, Sirsa, Distt.Hodel. Palwal Distt, Sunderaha, Mehendergarh distt, Kahnora&MogaFor the company
- Marketed the concept of Micro Irrigation amongst the farmers.
- Trained the farmers on technical aspects of water management using Micro & sprinkler irrigation.
- Develop the G.T. Belt with Hight end product in open field.
- 80% drip share in protected cultivation maintain since 2012 to till date in North India (Haryana, Punjab & Himachal Pradesh)
- 24% Drip share in open field maintain since 2010 in North India.

### CAREER PROGRESSION

- Started service as a Field Office in Nov. 2006, Abohar, Punjab.
- Promoted as Sales Officer in 2009, Patiala, Punjab
- Promoted as Sr. Sales Officer in 2010, New Delhi.
- Promoted as Area Manager in 2011, New Delhi.
- Promoted as Regional Manager in 2016 to March 2020, New Delhi.
- Currently working with Nimbus Pipes Ltd from March 2020 to continues at Chandigarh

### EDUCATION CREDENTIALS

- B.Tech. (agricultural) form SCRIET, CCSU, Meerut in 2006 with 69%

Personal Details
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Father's Name	:	Chaman Lal
Date of Birth	:	10 <sup>th</sup> June 1983
Current Address	:	F-702, Vikram Vihar, AWHO,SECTOR 27,PANCHKULA(HRY)
Language	:	English, Hindi, Punjabi ,Marathi(can understand)

Sushil Kumar